

Message Text

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PAGE 01 WELLIN 04540 280022Z
ACTION EA-12

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R 272330Z AUG 78
FM AMEMBASSY WELLINGTON
TO SECSTATE WASHDC 6134
INFO AMEMBASSY CANBERRA
AMEMBASSY PORT MORESBY
AMCONSUL SYDNEY
AMCONSUL AUCKLAND BY POUCH

UNCLAS WELLINGTON 04540

E.O.11652:N/A
TAGS: BEXP, NZ
SUBJECT: IMC FY 80 PROGRAM

REF: (A) STATE 210898; (B) PORT MORESBY 1370

1. FOLLOWING REPRESENTS A JOINT RESPONSE TO REFTEL OF
AMCONSUL AUCKLAND AND THIS EMBASSY. A RELATED MESSAGE
ON THE NEW ZEALAND COMMERCIAL ACTION PROGRAM FOR FY 79
IS BEING SENT AS A SEPTTEL.

2. DUE TO AN ALREADY FULL PROGRAM OF ACTIVITIES IN OUR
FY 79 COMMERCIAL ACTION PROGRAM, WE DO NOT FEEL THAT WE
WILL BE ABLE TO ASSUME ADDITIONAL MARKET RESEARCH
RESPONSIBILITIES IN FY 79 APART FROM A STUDY RELATED TO
THE POWER GENERATION TECHNICAL SEMINAR IN NOVEMBER,
1979. WE THEREFORE LOOK FORWARD TO A NEW ZEALAND STOP
ON THE ITINERARY OF THAT MISSION, AND OF THE METAL-
WORKING EQUIPMENT MISSION IN SEPTEMBER 1980, RESEARCH
FOR WHICH CAN BE PREPARED IN FY 80. WE EXPECT THAT
LOCAL INTEREST IN THE POWER GENERATING SEMINAR WILL BE
RESTRICTED TO SMALL HYDRO TECHNOLOGIES (10 TO 40 MW,
COSTS IN THE RANGE OF DOLS 30-50 MILLION) AND COMBINED
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CYCLE TECHNOLOGIES. THESE APPEAR AT THIS TIME TO BE
THE TWO MOST LIKELY GROWTH AREAS IN FUTURE POWER
GENERATION DEVELOPMENT IN NEW ZEALAND.

3. WE LOOK FORWARD, ALSO, TO REPFIND STOPOVERS EN ROUTE
TO AUSTRALIA IN CONNECTION WITH THE IMC SAFETY/SECURITY
AND AIEE EVENTS; AGAIN, WE ANTICIPATE SUBMITTING MARKET

BRIEFS EARLY IN FY 80.

4. WE DOUBT THAT REPFIND STOPOVERS FOR THE OTHER FOUR IMC EVENTS WOULD BE WORTHWHILE. FOR EDUCATIONAL TRAINING AIDS, THERE ARE RELATIVELY FEW FIRMS AND DECISION MAKERS; WE WOULD PROPOSE TO ATTEMPT TO INTEREST THEM IN GOING TO SYDNEY. WE WILL HAVE PROMOTED FOREST INDUSTRIES EQUIPMENT IN FY 79, AND PREFER TO PROMOTE THE U.S. PAVILION AT FIME ITSELF. WE DO NOT ANTICIPATE MUCH INTEREST IN CATERING EQUIPMENT, AND BELIEVE THAT WITH AM-TECH AND THE FORIEGN BUYER GROUP TRIP TO THE NATIONAL COMPUTER CONFERENCE IN FY 79 WE WILL HAVE DEVOTED SUFFICIENT EFFORT TO BUSINESS EQUIPMENT TO CARRY US THROUGH FY 80. IN EACH OF THESE CASES, IN ADDITION, SUBMISSION OF MARKET BRIEFS IN SUFFICIENT TIME TO BE USEFUL TO USDOC RECRUITERS WOULD BE A PROBLEM.

5. THESE ARE PRELIMINARY REACTIONS, AND WE WILL BE REVIEWING THESE PROPOSALS AGAIN AS WE PREPARE OUR FY 80 CAP. SELDEN

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